

Message Text

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USDOC FOR BEWT/DOWNEY

E.O. 11652: N/A

TAGS: ETRN, BEXP, UR, US

SUBJECT: POSSIBLE BOEING SPECIAL FLIGHT FROM SEATTLE TO
KHABAROVSK

REF: STATE 59554

1. COMMATT MET WITH BOEING COMMERCIAL AIRCRAFT PRESIDENT E.H. BOUILLON AND VICE PRESIDENT LUPLOW MARCH 19 TO DISCUSS AIRCRAFT SALES PROSPECTS (SEE SEPTTEL) AND PROPOSED SPECIAL FLIGHT OF 747 FROM SEATTLE TO KHABAROVSK FOR MAY 19-29 WASHINGTON STATE TRADE FAIR. BOUILLON AND LUPLOW SAID THAT BOEING WAS, IN PRINCIPLE, ENTHUSIASTIC ABOUT POSSIBILITY OF SUCH A FLIGHT. HOWEVER, FROM COMPANY'S POINT OF VIEW, TWO QUESTIONS MUST BE ANSWERED BEFORE APPROACHING SOVIETS: 1) CAN COST BE JUSTIFIED?; AND 2) IF SO, WILL AIRCRAFT BE AVAILABLE? AS FAR AS COST ASPECT CONCERNED, BOEING OFFICIALS INDICATED THAT OUTCOME OF CURRENT SALES NEGOTIATIONS WITH SOVIETS, OR PROSPECTS FOR SUCCESSFUL OUTCOME AT TIME PROPOSED FLIGHT TO TAKE PLACE, WOULD BE A FACTOR. AS TO AVAILABILITY OF AIRCRAFT, BOEING OFFICIALS NOTED THAT THIS WILL DEPEND UPON WILLINGNESS OF ONE OF BOEING'S CUSTOMERS TO ALLOW COMPANY TO USE AN AIRCRAFT. IN VIEW FACT THAT PROPOSED FLIGHT COINCIDES WITH BEGINNING OF SUMMER TOURIST SEASON, THIS MAY BE DIFFICULT TO DO.

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2. COMMENT: EMBASSY SUGGESTS THAT COMMERCE CONTINUE DISCUSS

PROPOSED FLIGHT WITH LUPLOW, PARTICULARLY SINCE BOEING
IS DEFINITELY INTERESTED IN POSSIBILITY. IN VIEW PROBLEM IN
OBTAINING AIRCRAFT, WOULD IT BE POSSIBLE FOR USDOC, ASSUMING
BOEING AND FAIR ORGANIZERS AGREE, TO APPROACH COMPANY SUCH AS
NORTHWEST-ORIENT, WHICH ALREADY HAS 747 SERVICE ON NORTH
PACIFIC AND MIGHT BE INTERESTED IN PUBLICITY, TO SEE WHETHER
COMPANY WOULD SUPPLY AIRCRAFT.
STOESSEL

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